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PAPER MERCHANT SALES REPORT MAY, 1989

(by NPTA Region)	Sales per Selling Day May, 1989 Compared to May, 1988	Sales per Selling Day May, 1989 Compared to April, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of May 1988	1989	Calendar Day Cost of ending April Inventory 1988	1989
INDUSTRIAL							
1	+ 5.7	- 1.9	+ 5.2	39	38	71	62
2	+13.2	+ 4.5	+ 7.5	36	36	39	53
3	+ 9.1	+ 2.0	+ 9.4	41	39	60	58
4	+ 6.2	- 11.9	+11.6	37	39	49	64
5	+13.1	- 5.6	+13.5	35	32	56	61
6	+22.6	- 4.4	+13.2	45	44	67	71
7	+12.5	+ 2.8	+ 9.8	36	32	63	59
8	+11.6	+ 3.2	+16.0	36	36	56	58
9	+ 9.9	- 0.8	+ 9.0	41	41	65	77
NY	+ 3.9	+ 0.4	+ 9.1	48	48	23	**
CHICAGO	+ 1.8	+ 1.5	+ 4.4	31	39	45	72
LA	+11.0	+ 0.8	+ 9.2	49	43	72	72
US	+10.7	- 0.8	+10.4	39	38	55	60
PRINTING							
1	+ 5.2	- 6.0	+ 3.1	46	44	42	57
2	+10.5	0.0	+12.5	41	40	48	60
3	+19.1	- 6.5	+13.8	42	39	71	77
4	+19.2	- 10.1	+19.1	40	40	61	62
5	+13.8	- 2.7	+16.4	43	39	71	66
6	+16.4	- 14.4	+16.3	44	39	68	71
7	+23.0	- 1.2	+21.1	39	36	68	72
8	+30.0	+ 3.0	+20.7	39	37	63	69
9	+17.6	- 5.9	+19.1	37	39	69	61
NY	- 2.2	- 3.3	+ 3.2	39	42	64	61
CHICAGO	+15.5	- 6.1	+11.0	41	37	63	76
LA	+18.6	- 2.5	+15.2	42	39	87	80
US	+13.8	- 4.9	+13.1	41	40	66	69

COMMENTS ON MAY'S SALES CHANGES. *INDUSTRIAL* sales changes remain around 10.5%; only one month this year has been much below this and only one month much above. On a year-to-date basis, Chicago Metro is the lowest and Region 8, which surrounds Chicago, is at the top. *PRINTING* national sales changes over the previous year are generally the same range (around 13%) as in the earlier months in 1989. Only one month has been much lower and one much higher during 1989.

DAYS OUTSTANDING remain stable for both types of goods. April's ending **INVENTORY DAYS** were lower for Industrial goods and continue to drop for printing goods; any buildup from the loosening of supplies may be ending.

** indicates NPTA was unable to calculate valid numbers for a given measure. This most commonly occurs when not enough merchants file the data needed to calculate the measure. This was the case for May (April Inventory Days) for New York Metro industrial goods.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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